

INDEX TO DUN'S REVIEW

JANUARY 1973 — JUNE 1973, VOLUME 101, NUMBERS 1 — 6

TITLES OF ARTICLES AND DEPARTMENTAL ITEMS LISTED UNDER ALPHABETICAL SUBJECT INDEX

—A—

ACCOUNTING

What Accountants Don't Tell Us	April	121
A Bright Future For Accountants	May	125

AIR LINES

Close-up: The CAB Looks at the Airlines	June	20
---	------	----

—B—

BOOK REVIEWS

The Smart Money (Kent)	Jan.	75
The Commodity Future Market Guide (Kroll-Shishko)	Feb.	109
How To Make \$1000 Grow (Dalmas)	Feb.	109
The Big Buck and the New Business Breed (Butler)	Feb.	109
The Great Jackass Fallacy (Levinson)	Mar.	133
Tax Shelters and Tax-Free Income for Everyone (Drollinger)	Mar.	133
The April Game: Secrets of an Internal Revenue Agent (Diogenes)	Apr.	117
Great Business Disasters (Barmash)	May	131
The Secretarial Ghetto (Benet)	May	131
I Hate To See a Manager Cry (Smith)	June	147
Success With Your Investments (Hazard)	June	147
The Language of Money (Davis)	June	147

—C—

COMPANIES

Can Cities Service Come Back?	Jan.	36
A New Script for MGM	Jan.	57
The Allure of Linerboard	Feb.	66
The Battle of the Books	Feb.	67
The Geneva System	Feb.	68
Burlington's Hot-Seat	Mar.	86
The Big Lift at Eaton	Mar.	87
Allergan's 20/20 Market	Mar.	88
Can LTV Fly Again?	Apr.	44
The Mover at Weyerhaeuser	Apr.	58
No Tears at Hitachi	Apr.	78
Dr Pepper vs. Mr. PiBB	Apr.	80
The Identity Crisis at Transamerica	May	64
TWA—It's Number One	May	93
The Pay Off at Crouse-Hinds	May	94
No Innocent Abroad	May	98
The Company That Makes the Mazda	May	104
Disney—Trouble in Dreamland?	June	54

COMPENSATION

Performance Shares: New Style in Executive Pay	Jan.	33
The Executive's Guide to Making \$1 Million	Mar.	43
Secrets of a Compensation Expert	Apr.	72
The Money in Executive Piggybanks	May	60
Deferred Compensation: More Promise Than Payoff	June	49

COMPUTERS

A New Life for Time-Sharing	Jan.	61
Thaw for Computer Programmers	Jan.	71

CONSULTING

Confessions of a Consultant	Mar.	111
-----------------------------	------	-----

CONVENTIONS

Conventions—Continental Style	Feb.	85
-------------------------------	------	----

—E—

ECONOMICS

The Economy	Monthly Column	
-------------	----------------	--

EDUCATION

The Do-It-Yourself Business Degree	Apr.	107
------------------------------------	------	-----

EXECUTIVES

MBA's—The New Militants	Jan.	48
Europeans Say U.S. Executives Aren't So Great	Jan.	51
I Love Lazy Managers	Jan.	74A
The Life of the Corporate Eunuch	Feb.	60
CFO: The Scarcest Executive of All	Mar.	62
The Making of a Corporate Eunuch	Mar.	82
The Cult of the Long-Distance Commuters	May	88
In Defense of American Executives	May	119

EXECUTIVE LIFE

Why Executives Hate Washington	Mar.	66
Why Executives Hate Conventions	Apr.	62

—F—

FINANCE

Should Earnings Be Estimated?	Jan.	77
-------------------------------	------	----

—G—

GOVERNMENT

Washington Desk	Monthly Column	
The FTC Cracks the Whip	Jan.	40
Another Crunch Coming?	Feb.	40
The Big Antitrust Crackdown	May	56
What's Phase Three Worth?	May	76
The Quiet Man Behind the Tax Laws	June	65

—H—

HEALTH

Relief for the "Executive Headache"	March	101
The Fight to Save Alcoholic Executives	June	72
Health Horoscope for Executives	June	105

—I—

INDUSTRY

The Bird and the Bottom Line	Feb.	72
The Boom in Business Books	Mar.	50

INTERNATIONAL BUSINESS

The Japanese Juggernaut—Now It's Europe's Turn	Mar.	54
Collision in Malaysia	Mar.	94
Trouble for the Multinationals?	Apr.	41
Is Britain Ready for Europe?	Apr.	69
Why Europeans Can't Control Their U.S. Subsidiaries	May	79
Canada: A New Chile in the North	June	84
Backlash: An American in Europe	June	87
One-World Wheeler—Dealer	June	97

INVESTMENTS

New Twist for Income Funds	Jan.	43
The Rise of the Land Trust	Jan.	67
A Hopeful Handful for 1973	Jan.	81
Drilling Stocks: Gusher or Duster?	Feb.	44
The Furor Over Commodity Options	Mar.	69
What's Right With REITs	Mar.	137
Profits the Hard Way—In Food	Mar.	140
The Torrid Action in Bonds	Apr.	52
Shelters From the Labor Storm	Apr.	125
Hydroponics: New Game for Executive Investors	May	72
Federal Bonds: Safe and Paying 7%	May	111
A Time for Tax-Exempt Bonds?	May	127
CATV: New Gamblers, New Game	June	68
The Bonds With the Big Yields	June	143

Subject Index

—J—

JOBS

How—and How Not—to Change Jobs	Mar.	107
California's New Executive Job Crunch	May	85

—M—

MANAGEMENT

The Crisis in Management Talent	Feb.	56
The Big Shake-up in Management Development	Mar.	79
How to Motivate Division Managers	Apr.	48
The Companies That Build Executive Talent	May	51
Moving the Mobile Manager	June	109

—O—

OFFICE

Automating the Typing Pool	Apr.	87
----------------------------	------	----

—P—

PERSONALITIES

David Rubinoff: An Empire in Holiday	Feb.	50
The Laughing Restaurateur	Apr.	78
How to Make \$30 Million in Twelve Years	May	14

PERSONNEL

Pity the Poor Personnel Man	Feb.	89
-----------------------------	------	----

PUBLIC RELATIONS

A Public Relations Man Answers Back	Apr.	115
-------------------------------------	------	-----

RATIOS

What's In a Ratio?	May	147
--------------------	-----	-----

REAL ESTATE

Watch Out for Florida Condominiums!	June	58
Castles in Spain—Condominium Style	June	60

RETIREMENT

The Big Move to Early Retirement	Feb.	37
----------------------------------	------	----

—S—

SPORT

Will the Tennis Bubble Burst?	June	78
-------------------------------	------	----

STOCKS

Bullish—But Cautious	Feb.	101
Ready for a Rebound?	Feb.	103
Insurance Stocks—After Equity Funding	June	137
The Case for Convertibles	June	141

—T—

TAXES

Pitfalls in Tax Advice	Feb.	79
Taxes and the 'Home Office'	Apr.	99

—W—

WALL STREET

Can Ross Perot Change Wall Street?	Mar.	46
------------------------------------	------	----

COMPANY INDEX, BANKS, BROKERAGES, ASSOCIATIONS, etc.

A

Abbott Laboratories: March 38
Accudyne Inc.: May 87
AEG: -Telefunken: March 55
Aeroflot-General: May 52
Aetna: June 138
Airport Development Air Program: May 98
AKZO: March 56
Alcoa: Jan. 40; May 63
Allegheny Airlines: June 28
Allergan Pharmaceuticals: March 88 (X)
Allied Chemical: Jan. 50
Allis Chalmers: April 50; June 49
Altman & Co., B.: April 32
Aluminum Co. of America: June 141
Amax: June 90
American Airlines: Feb. 58, 101; May 93, 94; June 22, 73
American Broadcasting: May 147
American Can: Feb. E97
American Chain & Cable Co: Feb. E97
American Cyanamid: Feb. 39, 98
American Express: May 61
American General Insurance: June 69
American Institute of Certified Public Accountants: April 137
American Institute of Timber Construction: April 137
American Life of New York: May 68
American Management Association: March 114
American Metal Climax: May 61
American Motors Corp: March 88
American Re-Insurance Co: June 109
American Telephone & Telegraph: March 63, 64; April 32
American Tobacco: May 59
AMF: Feb. 37, 38, 58, E97; May 52; June 100
Anaconda: June 84, 90
Arcata National Corp: Feb. 56
Archeological Research, Inc. Feb. 72
Argo Hydroponics: May 72
Armco Steel: Jan. 40
Arnold Bread Co.: May 78
Ashland Oil: June 90
Associated Mortgage Investors: March 138
Atlantic-Richfield Co: Feb. 58
Automatic Data Processing: Jan. 64

B

Bache & Co.: March 69, 119
Banco de Bilbao: June 80
Bank America Corp: Jan. 48
Bank of America: May E138D: June 74, April 46
Bankers Mortgage Co.: May 66
Bankers Trust: Jan. 50; Feb. 42; April 53, 54; May 61
Barnes-Hind Pharmaceuticals: March 88
BASF: March 56
Bass Charrington: April 70
Bausch & Lomb: March 90
Bayer: May 80
Buckham Group: April 70
Bell & Howell: May 138
Bendix Corp: March 63
Bestline Products Corp: Feb. 85
Bethlehem Steel: April 136; May 59
Billington, Fox & Ellis: March 107
Blink-N-Clean: March 90
Block Drug: Feb. 68
Block, H. R.: May 52
Booz, Allen & Hamilton: March 43
Borden Co.: Feb. 56; March 45
Borg-Warner Corp: Jan E74A
Boston Co.: Jan. E16B
Bowne & Co.: April 94
Bowne Timesharing Service: April 94
Boyden Associates: March 43
Braniff Airways: April 46
Bristol-Myers Co.: March 88
British-American Tobacco Co.: May 80, 81
British Columbia Telephone Co.: June 84
British Petroleum: May 80
Brown Boveri Corp.: June 109
Brown Shoe: May 59
Brown & Williamson Tobacco Corp: May 81
Budget Rent-A-Car: May 66, 68
Burlington Industries: March 68(X)
Burmah: Feb. 45
Burns International Security Services: Feb. 103
Business Publications Audit of Circulation: April 137

C

Cabot Corp: Jan. 34
Cadbury Schweppes: April 70
CanDel: April 128
Cannon Mills: Feb. 68
Canon Camera: March 55, 122
Carnation: March 65
Carrier Corp.: June 141, 144
Carter Wallace: March 38
Caterpillar Tractor: May 40, 45
CATV: June 69X
Cavenham Foods: April 70, 71
Celanese Corp: Jan. 77; March 68; May 61

Cenco Hospital and Convalescent Homes Corp: May 147
Cenco Instruments Corp: May 147
Certain-teed Products: May 147
CFT: June 90
CFS Continental: March 32
CGCT: Feb. 56
Champion International: March 63, 64; April 45; June 90
Champion Petroleum: March 145
Chance Vought Corp: April 46, 47
Chase Manhattan: May 55, 61, Feb. E20
Chase Manhattan and Realty Trust: March 137
Chase & Sanborn: April 128
Chesebrough-Pond: April 49, 50
Chicago Title and Trust Co.: Jan. 67
Chlor-Trimeton: March 38
Chrysler Corp.: Feb. 89, 101; March 80; May 63, 105
Chubb Corp: Jan. 34; June 139
Chun King: May 150
Churchill Forest Industries: June 84
Ciba: May 80
Citibank: May 55
Cities Service: Jan. 37(X)
Citizens & Southern National Bank of Atlanta: Feb. 37, 38
Civil Aeronautics Board: June 20, 22
Clark Equipment: March 87
Clonidine: March 101
Cluett, Peabody: May 55
Coastal States Gas Corp: May 148
Coastal States Gas Producing: May 148
Coca-Cola: April 80, 85
Colgate-Palmolive: Jan. 52
College Inn: May 150
Cola-Hydro, Inc.: May 75
Coloney, Cannon, Main & Pursell: April 32
Colonial Renn Group: April 94
Colorado Interstate: May 148
Colt Industries: April 49, 50; June 53
Columbia Broadcasting System: Jan. 33
Columbia Gas: Feb. 94
Combustion Engineering: March 68
Commonwealth Edison: Jan. 50
Commonwealth Holiday Inns of Canada Ltd.: Feb. 50
Communications Properties Inc.: June 69, 134
Compagnie Europeenne de Banque: May 66
Compass Computer Services: May 68
Composition Services: May 68
Connecticut General: June 137
Conrac Corp: Feb. 56, 58
Consolidated Edison: Jan. 50
Consolidated National Life Insurance Co.: June 139
Continental Baking: Jan. 40
Continental Can: June 90
Continental Illinois Corp: Feb. 37
Continental Mortgage Investors: March 137
Control Data Corp.: Jan. 63; May 138
Corona: May 106
Correcting Selectric: April 94
Covington Burling: May 138
Cox Broadcasting: June 134
CPT Corp: April 88, 91
Crane Co.: May 56, 138
Cresap, McCormick and Paget: May 45
Criterion: June 139
Crouse-Hinds Co.: May 94 (X)
Crown Cork & Seal Co.: April 125
Crown Zellerbach: June 90
Cubic Co.: June 109
Culligan International Corp: Feb. 85
Cummins Engine: Jan. 50; March 64
Curtiss Candy: April 128
Cypress Communication: June E,S,W 132

D

Daiel Inc.: June 97
Dames & Moore: Feb. 76
Damon Corp: April 121, 122
Datsun: March 56, 57; May 106
Deere: Feb. 101
D & I Can: April 125
Delaval: May 68
Del Monte Corp: Jan. 33, 35; April 125
Delta Airline: Feb. 101; June 20, 22
Denison Mines Ltd.: June 92
Diablo Systems: April 94
Diamond International: May 61
Digital Equipment Corp: April 94
Disney, Walt Productions, June 54 (X)
Dominick & Dominick: March 46, 49, 130
Dow Chemical Co.: Jan. 48; Feb. 37, 39; March 65; May 52; June 90
Dr Pepper Co.: April 80 (X)
Dresser Industries: March 116
du Pont: March 56; June 51, 90; April 49; May 52, 101
duPont Gloire Forgan: March 46 (X), 69

E

Eastern Air Lines: Feb. 85; March 79, 81; June 22, 57, 58
Eastman Kodak: April 137; May 52, 138; June 73
Eaton Corp.: March 87 (X)

Economics Research Associates: Feb. 73
El Paso Natural Gas: May 59
Electronic Data Systems Corp: March 46 (X)
Elliot Co.: June 144
Ellis Enterprises: April 79
Emerson Electric: May 52
Emery Air Freight Corp: March 79
Empire Fire & Marine: June 139
Employers Insurance Corp: June 73
Energy Ventures: Feb. 45, 46, 94
English Calico: April 70
Envirodyne: Feb. 76
Environmental Analysis: Feb. 74
Environmental Impact Profiles, Inc.: Feb. 74
Environmental Systems International: Feb. 72
Equal Employment Opportunity Commission: Feb. 89
Equitable: June 137
Equity Funding: June 137, 138
Exon Corp: Jan. 48; March 35; May 51, 55, 61, 63; June 49, 90

F

Farmers Home Administration: May 111, 112, 117
Federal Home Loan Bank: May 112
Federal Intermediate Credit Bank: May 111, 112, 117
Federal Land Bank: May 112
Federal National Mortgage Association: May 112
Federal Open Market Committee: Feb. 40, 42
Federal Power Commission: Feb. 46
Federated Department Stores: March 45
Fibreboard Corp.: Jan. 35
First California Co.: Feb. 46
First International Bancshares: April 47
First National Bank: April 47
First National Bank of Chicago: April 134
First National City Bank: Jan. 50
First Pennsylvania Bank: Jan. 50
Fischbach & Moore: April 121
Fischer, Francis, Trees & Watts: April 134
Flatley Realty Investors: March 137
Fonselex: Feb. 68
Foote, Cone & Belding: June 130
Ford Motor Co: Jan. 53, 81; Feb. 89, 101; March 63, 81; May 52, 61, 63, 105, 123; June 51, 90
Foreign Study League: May 68
Fort Dearborn Income Fund: April 134
Franklin Stores Corp: May 81
Frost & Sullivan: March 38
Fuqua Industries: Feb. 26; May 61; June 69

G

GAC Properties: June 69
GAF Corporation: June 57
Gamble-Skogmo: May 61
Geigy: May 80
General Dynamics Corp: Feb. 58
General Electric Co.: Jan. 63; March 81, 116; May 56, 59
General Foods: Jan. 40, 52; June 90
General Instrument Corp: June 144
General Mills Corp: Jan. 40; May 63
General Motors Corp: Jan. 48, 53; Feb. 89; March 81; April 125; May 52, 63, 68, 105, 123; June 51, 73, 90
General Telephone & Electronics Corp: Jan. 33; March 57; June 84
General Tire: May 61
Genesco: June 97
Georgeson & Co.: March 32, 67
Georgia-Pacific: Feb. 98; April 59, 60
Gillette: Feb. 38; April 139
Goldstein, Samuelson: March 49, 71, 72
Goodyear Tire & Rubber: April 139; June 49
Gould Inc.: March 116
Gould and Cummins Engine Co.: May 55
Government Employees Life: June 137
Grace, W.R.: Feb. 97; May 52; June 90
Gramco: June 123
Great Atlantic & Pacific Tea Co.: Feb. 101
Great Northern Nekoska: Feb. 66
Great Universal Stores: April 70
Grumman Aerospace: April 99
Gulf & Western: May 55, 137; June 69
Gulf Oil: Feb. 45, 101; June 57, 100

H

Hambro Group: May 119
Hamilton Brothers Exploration: Feb. 45, 46, 94
Handy Associates: Feb. E20; March 43, 63, 65
Harper & Row: June 109
Harris-Intertype: Feb. 37
Harris, Upham & Co.: March 35
Hawaiian Punch: May 150
Health Systems: May 85
Heinz, H.J.: May 80; June 90
Herplex: March 90
Hershey Foods Corp: Feb. 26
Hewlett-Packard: March 95, 116
Hilton Hotels: May 68
Hitachi: March 55; April 78 (X)
Holiday Inns: Feb. 50 (X)
Home Oil Co. Ltd.: June 90

COMPANY INDEX, BANKS, BROKERAGES, ASSOCIATIONS, etc.

Honda Motors: May 105
Horn & Hardart: March 116; May 52
Hornblower Weeks: March 69
Howmet: May 81
Hughes Aircraft: June 73, 130
Huntington Harbor: Feb. 72
Hydro-Cal Inc.: May 72
Hydroculture: May 75
Hydroculture, Inc.: May 72
Hydroponics: May 72 (X)

I

IOS: June 125
INA Corp: June 139
Imperial Chemical Industries: March 56; April 70
Indian Head: April 49, 50, 51; May 55
Indiana Group: June 139
Indiana Insurance Co.: June 139
Ingersoll Rand: Jan. 81
Inmabiliaria Bilbao: June 125
Inter Health: June 109, 110
International Business Machines: Jan. 50, 63, 71, 72; Feb. 37, 86; March 44, 48, 57; April 41, 49, 87, 88, 91, 94, 102, 139; May 51, 52, 54, 55, 56, 67, 119, 138; June 90
International Executives Inc.: April 25, 32
International Harvester: Feb. 101; March 140; June 90
International Minerals & Chemical: March 140
International Nickel: June 92
International Paper: Jan. 33; March 45
International Telephone & Telegraph: Jan. 40, 51, 53, 54; Feb. 56; March 44, 63, 79, 80, 81, 95; April 41, 49; May 51, 52, 55, 59, 94, 119
International Telephone and Telegraph Europe: March 55
International Utilities: March 63
Irving Trust: June 109
Itel Corp: April 94
Itoh & Co.: June 97
Izuzu: May 144

J

Jefferson National: June 137
Jefferson Standard: June 137, 138
Jerrpld Electronics Corp: June 144
Jersey Standard: Jan. 53; April 41
Jewel Cos.: Feb. 101
Johns-Manville: June 58, 90
Johnson & Johnson: March 44
Johnson Service: Jan. 83
Jones & Laughlin Steel Corp: April 45, 46, 47, E130; May 137

K

Kaiser Steel: June 84
Keane Associates: Jan. 72
Kearney, A.T.: March 107, 108
Kellogg Co.: Jan. 40
Kennecott Copper: Jan. 40; Feb. 101; June 73, 74, 84, 90
Kerr-McGee: June 100
Key Commodities Corp: March 72
Keydata Corp: Jan. 63
Kidder, Peabody & Co.: April 25
Kimberly-Clark Corp: Feb. 37, 39; April 61
Kohl Corp: May 81
Korn-Ferry International: Feb. 58; March 44, 107
Kraftco: March 45
Kremple & Meade: March 116
Kroger: Feb. 101

L

Laco Gas Exploration: Feb. 46
Lancer Mobile Homes: May 87
Lawrence-Leiter & Co.: Feb. 56
LCS Corp.: April 94
Lehman Brothers: Feb. 46
Lever Brothers: Feb. 38; May 54
Levitz Furniture: Jan. 78
Lexitron Corp: April 88, 91, 94
Libby: May 80
Liberty National Life Insurance Co.: June 138, 139
Liberty Records: May 64, 66
Life Extension Institute: June 109
Lincoln National Corp: June 137, 139
Ling-Altec: April 46
Liton Industries: Jan. 51; March 44, 45; April 88, 94; May 55
Lockheed: Jan. 51
Louisiana Land Offshore Exploration: Feb. 45, 46
LTV: Jan. 50; April 45 (X); May 137
Lyrae Van & Storage: May 66, 68

M

Macmillan: Feb. 103
Macy's: May 54
Magnavox: Feb. 103, 104
Magnin, J. Department Stores: June 97
Malarkey, Taylor & Associates: June 130

Manitoba Development Corp: June 90
Manley, Frank B.: April 51
Manufacturers Hanover Trust Co.: Feb. 42
Marcor: March 45
Maremont Corp: May 61
Marmoon Group Inc.: Feb. 58
Marriott Corp: June 58, 62
Maryland Cup Corp: April 128
Massey-Ferguson: March 142
Mastermind: April 91
Matsushita: April 78
Maytag: Jan. 83
Mazda: March 56; May 105 (X)
Mercantile National Bank: April 47
Mercedes-Benz: May 105
Mesa: Feb. 45
Metro-Goldwyn-Mayer: Jan. 57 (X)
Metropolitan: June 137
Michelin: May 81
Midland Aluminum: May 98
Millmaster Onyx: Feb. 68
Miltown: March 38
Minnesota Mining & Manufacturing: Feb. 56
Mitsubishi: March 55, 56, 57, 122
Mitsui: March 122
Mobil Oil Corp: March 81; May 55; June 90
Monogram Industries: March E16A
Monsanto Co.: March 56; April 139; May 80; June 51
Montagu Burton: April 70
Montedison: March 56
Moore Business Forms: Feb. 85
Morton-Norwich Products: Feb. 104
Motorola: March 80, 95
Motorola Malaysia: March 97
Mr. Pibb: April 80, 85
Musical Isle of America: May 68
My-T-Fine: May 150

Mc

McCulloch Oil: Jan. 78; Feb. 67
McDonald's: May 15, 16
McDonnell Douglas Automation: Jan. 63
McKinsey & Co.: March 35, 68; June 49
McNeil & Libby: May 80

N

National Aeronautics Space Administration: June 109
National Affiliation of Concerned Business Students: Jan. 48
National Biscuit: March 45
National Car Rental: May 137
National Cash Register: March 55
National Council on Alcoholism: June 73, 74
National CSS: Jan. 63
National Institute on Alcohol Abuse and Alcoholism: Jan. 73, 74
National Lead: June 100
National Migraine Foundation: March 101
National Science Foundation: June 109
National Semiconductor: March 95
National Trade Show Exhibitors Association: April 137
Nestle's: May 80
New York Hanseatic Corp: May 112
New York Telephone: Jan. 50
Nikon: March 55
900 Word Master: April 88
Nippon Electric: March 55, 57
Nissan Motors: March 56; May 105, 106, 144
NL Industries: Feb. 38; E97
NLT Corp: June 139
No-Load Mutual Fund Association: March 38
Norton Co.: May 55
Norton Simon: May 55, 61
Nomura Securities Co.: May 141
NSU Motorenwerke AG: May 142

O

Ocean Drilling & Exploration Co.: Feb. 46
Ocean Oil and Gas: Feb. 45, 46, 94
Occidental Life Insurance Co.: May 66, 67, 68
Occidental Petroleum: May 61
Olin: Feb. 38
Olivetti: April 88, 91; May 80
Olivetti U.S.: May 80
On-Line Systems, Inc.: Jan. 63
Oscar Meyer: June 57, 97
Otis Elevator Co.: March 32
Owens-Illinois: April 49, 50; June 53
Oxford Laboratories: Feb. 68

P

Pacific Finance: May 68
Pacific Southwest Airlines: May 59
Pack River Lumber Co.: June 84
PAL Color System: March 55
Pan American Airways: March 116; May 93; June 22, 28, 87
Pechiney, S.A.: May 81
Penn Central: Jan. 51; June 58
Penney, J.C.: March 45, 63; April 49, 51, 61; May 54

Pennsylvania Blue Cross: March 49
Pennzoil Co.: June 144
Pennzoil Offshore Gas Operators: Feb. 45, 46
Pepsi Co.: Jan. 33; April 49, 85
Pfizer: April 128, 139
Philips Lamp: March 55
Philip Morris: June 49
Phillips Petroleum Co.: May 61, 63
Pierce National Life Insurance: March 130
Placidyl: March 38
Planters: April 128
Playamar: June 125
Plessey Co.: May 81
POGO: June 144
Polaroid: May 119
Ponderosa Systems Inc.: May 21
Power Systems Inc.: May 21
Power Systems Corp: April 121
Procter & Gamble: Jan. 52; May 52; June 51, 90, 97
Propanol: March 101
Prudential Insurance Co.: Jan. 50; Feb. 86; May 61
Purex: Feb. 106
Puts & Calls Inc.: March 71, 72, 119
PVC Pipe: May 147

Q

Quaker Oats: Jan. 40
Questor Corp: May 45

R

RCA: May 67; June 90
Ramada Inns: March 68; June 58
Rapidata, Inc.: Jan. 61, 63, 64
Raytheon: Feb. 37
Real Estate Fund of America: June 123
Redatron Corp: April 88, 91
R.E.A.L. International: June 123
Reed, Cuff Associates: March 44
Retail Clerks International Union: June 110
Rex Chainbelt: Feb. 39, 98
Reynolds, R.J. Industries: May 150
Ringling Bros. Circus: June 57
Rollei Werke: March 55
Rothchild & Salwen: March 67
Rowntree-Mackintosh: April 70, 71
Royal: April 128
Royal Crown Cola: April 85
Ryan Mortgage Investors: March 137
Rye Racquet Club: June 82

S

Safeway: Feb. 101
Sage Corp: June 58
Saint-Gobain Pont-a-Mousson: May 81
St. Joe Mineral Corp: April 128
Salem: May 150
Salomon Brothers: March 31; April 54; May 111
Santa Fe Industries: March 145
Sanyo: March 55
Savin Business Machines: April 88, 91
SBC: Jan. 63
Schaefer Corp., F. & M.: Feb. 39; May 77
Schering Corp: March 38
Scott & Fetzer: March 63
Scott Paper: April 61; June 90
Sea-Land Service: May 150
Sea World: June 57
Searle, G.D.: April 49
Sears, Roebuck: Jan. 83; March 45; April 61; May 54, 61
Seidman & Seidman: March 67
Selected Risks: June 139
Selectric: April 94
Service Bureau Corp: Jan. 64
Shearson Hammill: March 69
Shell Oil: Feb. 45; May 63
Shelter Resources: May 87
Sibson & Co.: March 44, 45
Siemens: March 55, 57
Sinclair Oil: May 80
Singer Co.: Feb. 85; May 68
Skyline: May 106
Slater Walker: May 81
Smith Co., A.O.: Feb. 85
Smith, Kline & French: March 38
Sofico: June 60, 123, 125
Sony: March 55; April 78
Sperry Rand: March 55, 68; April 88
Sperry Remington: April 91
Springs Mills: Feb. 39, 98
Standard Brands: April 128
Standard Oil: May 59
Standard Oil of California: Jan. 50
Sterigard Corp: May 87
Sun Oil Co.: Jan. 33; Feb. 37, 46; May 61; June 53
Syner-Graphics: May 68
Syntex Corp: Feb. 56
Systems, Science & Software: Feb. 72

COMPANY INDEX, BANKS, BROKERAGES, ASSOCIATIONS, etc.

T

Talcott National Corp: May 137
 Tappan Co.: Feb. 85
 Teflon: May 101
 Teijin: March 56
 Teldrin: March 38
 Teleprompter: June 130
 Tele-Prompter Manhattan: June 69; E.S.W 132
 Tender Leaf: April 128
 Tenneco Offshore: Feb. 45
 Tenneco Oil: Feb. 94; March 80, 81
 Texaco: Feb. 45; May 55; June 90
 Texas Bank & Trust: April 47
 Texas Blue Cross: Blue Shield: March 49
 Texas Instruments: March 64, 95; May 54
 Texttron: April 50; May 55
 Thiokol Chemical: April 49, 50
 Title Insurance Co. of California: June 62
 Tower Houseware: May 98
 Toyo Bearings Co.: March 122
 Toyo Kogyo Co.: March 56; May 105 (X)
 Toyo Rayon: March 56
 Toyota: March 56, 57; April 78; May 106, 144
 Trade Show Exhibitors: April 137
 Trans-A-File: May 68
 Trans International Airlines: May 66, 68
 Trans Ocean Group: Feb. 46
 Trans World Airlines: Feb. 85; May 93 (X); June 22, 87
 Transamerica: May 64 (X)
 Travelers Corp: May 61; June 138, 139
 TRW: March 63; April 49, 50

U

United Auto Workers: Feb. 89
 United Brands Co.: April 128
 United California Bank: June 73
 United Fire & Casualty Co.: June 139
 United Medical Service of New York: March 49
 United Mine Workers: June 92
 United States Postal Service: June 42, 43
 United States Steel: Jan. 50; March 45; May 63; June 57
 United Steelworkers: June 92
 University Computing: Jan. 63
 Underwood: May 80
 Union Carbide: Jan. 50; April 43
 Union Oil of California: Feb. 101; April E16B
 Union Pacific Corp: March 145
 Uniroyal: April 139; May 56; June 53
 Uniservice: May 87
 United Airlines: May 93; June 22
 United Artists Corp: May 64, 66, 68
 United Artists Records: May 68

V

VAPF: June 123
 Varian Associates: Feb. 56
 Vector General Corp: May 87
 Videotype Text Procession: April 91, 94
 Voigtlaender: March 55
 Volkswagen: March 57; May 105, 123

W

Wallace-Murray Corp: Feb. 56
 Walston & Co.: March 46, 49, 130
 Walter, Jim Corp: June 144
 Wang Laboratories: April 88
 Wankel-NSU: May 142
 Warnaco: May 52
 Watney Mann: April 70
 Western Casualty & Surety Co.: June 138
 Western Film Service: May 68
 Western Union: May 52
 Westinghouse Electric: Feb. 37, 39; May 56, 59; June 49
 Weyerhaeuser: April 59 (X); June 84
 Wild Kingdom: June 57
 Wilson & Co.: April 45, 46, E130, 132
 Winchester: May 150
 Winston: May 150
 Word Master: April 94
 World Wide Commodity Option: March 120

X Y Z

Xerox: Jan. 40, 50; March 44; April 49, 88, 94; May 51, 52, 119; June 49
 Xintel: May 85
 Yale & Towne: March 87
 Yardley of London: May 81
 Yarway: May 55
 Yoshida Kogyo: March 122
 Youngstown Steel: May 59
 Zapata Corp: Feb. 94
 Zapata Exploration Co.: Feb. 45, 94
 Zeiss, Carl: March 55

Author index

—A—

ACKLEY, GARDNER

The Economy (Monthly Column)		
The Dow and the Economy	Feb.	11
Myths About Employment	April	11
A Recession in 1974?	June	13

—B—

BATTALIA, O. WILLIAM

The Life of the Corporate Eunuch	Feb.	61
The Making of a Corporate Eunuch	March	82

BERKWITT, GEORGE J.

MBAs—The New Militants	Jan.	48
The Crisis in Management Talent	Feb.	56
The Big Shake-Up in Management Development	March	79
The Torrid Action in Bonds	April	52
Why Executives Hate Conventions	April	62

BOWLER, WILLIAM R.

What's Right With REITs	March	137
Insurance Stocks—After Equity Funding	June	137

—D—

DETMAN, ART

Can Ross Perot Change Wall Street?	March	46
The Identity Crisis at Transamerica	May	64

—G—

GARDNER, W. DAVID

Thaw for Computer Programmers	Jan.	71
-------------------------------	------	----

GOLDSTEIN, SETH

A New Life for Time-Sharing	Jan.	61
Automating the Typing Pool	April	87

—H—

HALL, GERALD E.

A Bright Future for Accountants	May	125
Moving the Mobile Manager	June	109

HERSHMAN, ARLENE

New Twist for Income Funds	Jan.	43
Drilling Stocks: Gusher or Duster?	Feb.	44
CFO: The Scarest Executive of All	March	62
Federal Bonds: Safe and Paying 7%	May	111
CATV: New Gamblers, New Game	June	68

HOLZMAN, ROBERT S.

Pitfalls In Tax Advice	Feb.	79
Taxes and the 'Home' Office	April	99
Health Horoscope for Executives	June	105

—K—

KARP, RICHARD

Disney: Trouble in Dreamland	June	54
Watch Out for Florida Condominiums!	June	58

KRIEGSMANN, J. KENNETH

Pity the Poor Personnel Man	Feb.	89
-----------------------------	------	----

—L—

LEVY, ROBERT

The Boom in Business Books	March	50
Relief for the "Executive Headache"	March	101
The Cult of the Long Distance Commuters	May	88

—M—

MARTIN, NEIL A.

Can Cities Service Come Back?	Jan.	36
David Rubinoff: An Empire in Holiday Inns	Feb.	50
What's Phase Three Worth?	May	76
The Company That Makes the Mazda	May	104
Will the Tennis Bubble Burst?	June	78
Canada: A New Chile in the North	June	84

MURRAY, THOMAS J.

The Bird and the Bottom Line	Feb.	72
The Furor Over Commodity Options	March	69
The Mover at Weyerhaeuser	April	58
The Money in Executive Piggybanks	May	60
Hydroponics: New Game for Executive Investors	May	72
California's New Executive Job Crunch	May	85
The Fight to Save Alcoholic Executives	June	72

—O—

O'GLOVE, THORNTON

Should Earnings Be Estimated?	Jan.	77
What Accountants Don't Tell Us	April	121

OLSTEIN, ROBERT

Should Earnings Be Estimated?	Jan.	77
What Accountants Don't Tell Us	April	121

—P—

PERHAM JOHN C.

Performance Shares: New Styles in Executive Pay	Jan.	33
The Big Movement to Early Retirement	Feb.	37
The Executive's Guide to Making \$1 Million	March	43
Why Executives Hate Washington	March	66
How to Motivate Division Managers	April	48
The Companies That Build Executive Talent	May	51
The Money in Executive Piggybanks	May	60
Deferred Compensation: More Promise Than Payoff	June	49

—R—

ROSEN, DAN

Conventions—Continental Style	Feb.	85
How—and How Not—to Change Jobs	March	107
Can LTV Fly Again?	April	44
Backlash: An American in Europe	June	87

ROSEN, GERALD R.

Washington Desk	Monthly Column	
The FTC Cracks the Whip	Jan.	40
Another Crunch Coming?	Feb.	40
Collision in Malaysia	March	94
Trouble for the Multinationals	April	41
The Big Antitrust Crackdown	May	56
The Quiet Man Behind the Tax Laws	June	65

ROSS-SKINNER, JEAN

Europeans Say: 'U.S. Executives Aren't So Great'	Jan.	51
The Japanese Juggernaut—Now It's Europe's Turn	March	54
Is Britain Ready for Europe?	April	69
Why Europeans Can't Control Their U.S. Subsidiaries	May	79
Castles in Spain Condominium Style	June	58

—S—

STACK, J. WILLIAM JR.

In Defense of American Executives	May	119
-----------------------------------	-----	-----

STARR, JACK

The Rise of the Land Trust	Jan.	67
----------------------------	------	----

STOVALL, ROBERT

Bullish—But Cautious	Feb.	101
----------------------	------	-----

—T—

TARRANT, JOHN J.

The Life of the Corporate Eunuch	Feb.	61
The Making of a Corporate Eunuch	March	82

—W—

WEBB, JERVIS C.

I Love Lazy Managers	Jan.	74A
----------------------	------	-----

WAKIN, EDWARD

The Do-It-Yourself Business Degrees	April	107
-------------------------------------	-------	-----

WEIDENBAUM, MURRAY

The Economy (Monthly)		
A More Responsive Congress	Jan.	11
More Jobs and No Takers	March	11
A Vintage Year for Business?	May	11

INDEX TO DUN'S REVIEW

JULY 1973 — DECEMBER 1973, VOLUME 102, NUMBERS 1 — 6

ARTICLES AND DEPARTMENTAL ITEMS

—B—

BOOK REVIEWS

The Computer Survival Handbook (Wooldridge and London)	Sept.	133
The Billion Dollar Sure Thing (Erdman)	Sept.	133
The Negotiator—A Manual for Winners (Coffin)	Sept.	133
Climbing the Corporate Pyramid (Miller)	Sept.	134
Inflation: The Permanent Problem Of Boom and Bust (Lekachman)	Oct.	125
How to Invest in Gold Coins (Hoppe)	Oct.	125
The Go-Go Years (Brooks)	Nov.	139
The Real Official Executive Survival Handbook (Lund)	Nov.	139
Psyche: Sex and Stocks (Block and Correnti)	Nov.	140
The Islands of E, Cono & My (Ramo)	Dec.	161
Pierpont Morgan and Friends (Wheeler)	Dec.	161

—C—

CHARITY

'I Hate Charities'	Sep.	54
--------------------	------	----

COMMODITIES

The Money in Soybeans	July	56
-----------------------	------	----

COMPANIES

The Gamble at Signal Oil	July	67
Whither Wrather?	Aug.	57
57 Varieties of Irishman	Sept.	93
Pilot Error?	Sept.	94
Shakies Rolls a Natural	Sept.	98
The 'Cricket' Chirps for Gillette	Oct.	105
The Clouded Picture at Polaroid	Nov.	58
Harry Merlo Finds a Home	Nov.	76
Another Tailspin at Eastern	Nov.	99
The Five Best-Managed Companies	Dec.	51

CORPORATIONS

The Man Who Loves Cat Sailing	Oct.	14
-------------------------------	------	----

—E—

ECONOMICS

The Economy	Monthly Column	
-------------	----------------	--

ENERGY

Executives in an Energy Crisis	Dec.	104
Gene Berg's Pleasant Problems	Dec.	131
Allen's Answer	Dec.	132

EXECUTIVES

Coming: The Great Executive Exodus	Nov.	53
------------------------------------	------	----

EXECUTIVE COMPENSATION

Financial Counseling: Now It's the Top Perk	July	37
How to Make a Million — Quit!	Sept.	50
The Expanding World of Executive Perks	Sept.	64
They're Sweetening the Pension Pot	Nov.	111
The Hottest Perk Trickles Down	Oct.	115
The Executive Perk That Never Dies	Dec.	104

EXECUTIVE LIFE

Should You Make Your Wife Executrix?	July	73
Comeback of the Engineers	July	77
Health Farms: Rx for the Run-Down Executive	Aug.	65
Fyffe's Axiom and the Why Hierarchy	Aug.	71
The Body Builders of Business	Oct.	119
The Independent Executives	Nov.	105
New Horizons for the Actuary	Nov.	111
An Executive Sportsman Philosophizes	Nov.	115
The Hidden Executive Vice	Dec.	112

EXECUTIVE RECRUITING

Confessions of a Headhunter	Sept.	86
-----------------------------	-------	----

—F—

FINANCE

The P/E Specialists	July	40
The Companies Fight Back	July	81
The Achilles Heel of Electric Utilities	July	85
The Splurge in Capital Investment	July	87
Are These Tomorrow's Market Leaders?	Aug.	79
Newest Corporate Phobia: Another Equity Funding?	Sept.	68

—G—

GOVERNMENT

Washington Desk	Monthly Column	
Close-Up: The FTC Curbs Competition	July	12
The Man Behind Phase Four	Aug.	38
Business' Free-Wheeling Executives	Sept.	58
The High Price of Earl Butz	Oct.	72
A Businessman in the White House	Nov.	62
'Controls Must Go'	Nov.	73
Watch Al Ullman!	Dec.	67

—H—

HEALTH

Why Executives Need Psychiatrists	Nov.	12
-----------------------------------	------	----

—I—

INDUSTRY

The Revolution in T&M	Nov.	129
-----------------------	------	-----

INTERNATIONAL

West Germany: What Happened to the 'Miracle'	Aug.	48
Diamonds: From Russia With Love	Sept.	82
The Unsettling Sun of Davy Power-Gas	Oct.	84
What's Ahead for Multinationals in Europe?	Nov.	84
Foreign Banks: The Sophisticated Way to Save	Dec.	72
IBM: Trouble Ahead in Europe?	Dec.	122

INVESTMENTS

Back to Fundamentals	Aug.	83
Resources in the Ground	Sept.	126
A 'Sure' Profit in Discount Bonds?	Oct.	147
Profiting from Consumer Needs	Oct.	153
Farewell to Tiers?	Nov.	143
Scotch on the Rocks?	Dec.	125
Stocks for the Stocking	Dec.	154A

—L—

LAW

Sue, Sue, Sue: The Angry Stockholders	Aug.	25
Now They Are Suing Lawyers	Nov.	88

—M—

MANAGEMENT

The Care and Cultivation of the Corporate Grapevine	July	44
Business' Free-Wheeling Executives	July	80
The Revolt of the Middle Managers-Phase Two	Aug.	32
The Board Under Fire	Aug.	41
Those Blue-Blood Boards Abroad	Aug.	46
The Unhappy Entrepreneurs	Sept.	72
Management's Regenerated Troubleshooters	Oct.	76
The Mess in Management Accounting	Dec.	116

MANAGERS

Middle Managers in a Squeeze	Oct.	68
The Kerr Report on Reports	Oct.	123

MANUFACTURING

The Ratios of Manufacturing	Nov.	118
-----------------------------	------	-----

—O—

OPTIONS

The Big Action in Options	Oct.	56
---------------------------	------	----

—P—

PERSONAL FINANCE

Should You Make Your Wife Executrix? July 73

PERSONALITIES

The Shipbuilder Who Owns the Yankees July 52
The Timber Tycoon of Time Inc. Aug. 28
The Alabama Flash: From Truck Driver to \$20 Million Sept. 12
The Executive Name Game Sept. 117
Bud Adams—Houston's Maverick Oiler Oct. 60

PERSONNEL

Management's Most Wanted Men Aug. 69

PRODUCTIVITY

The Big Push for Productivity Oct. 110

PUBLISHING

The Flourishing Business in Newsletters Oct. 51

—R—

RETAILING

The Ratios of Retail Sept. 102

—S—

SPORT

Business' High Climbers Aug. 52
Investments: The 'Secretarial' Boom Sept. 45
The Black Belts of Business Nov. 92

—T—

TAXES

Tax Traps Around the House Sept. 107
The New Tax Shelter in 370s Oct. 88
Taxes: The Crucial Thirty Days Dec. 139
A Switch in Time? Dec. 155

—W—

WALL STREET

A Specialist's Specialist Aug. 58

WHOLESALEERS

The Ratios of Wholesalers Oct. 98

COMPANY INDEX, BANKS, BROKERAGES, ASSOCIATIONS, etc.

A

Abercrombie & Fitch Co.: Aug. 54
 Acme-Cleveland Corp.: July 87
 Ada Oil Co.: Oct. 60, 63
 AEG-Telefunken: Aug. 50
 Aerospatiale: Nov. 87
 Aetna Life & Casualty Co.: July 93, Sept. 111, 112
 Aims: July 93
 Alabama Flash: Sept. 13
 Alanthus Corp.: Oct. 89
 Alcoa: Sept. 60
 Alitalia: Nov. 132
 Allied Chemical: Sept. 58, Oct. 87
 Allstate Insurance: Oct. 77
 Alodex Corp.: Aug. 26, 73
 Aluminum Co. of America: Aug. 41, Sept. 58
 Amerada Hess: July 39
 American Airlines: July 41, Sept. 70, Nov. 100, 102
 American Alpine Club: Aug. 52, 54
 American Association of Fund Raising Counsel: Sept. 57
 American Bankers Association: Sept. 58, 137
 American Cyanamid Co.: Aug. 48, Sept. 124
 American Express: Sept. 36
 American Football League: October 60, 64
 American Hotel & Motel Association: Aug. 65
 American Institute of Aeronautics and Astronautics: July 77
 American Management Association: Aug. 32, 34
 American Metal Climax: Aug. 25
 American Motors Corp.: Sept. 71
 American Security and Trust Co.: Sept. 58
 American Ship Building Co.: July 53, 54
 American Sterilizer Co.: Aug. 83
 American Telephone & Telegraph: July 37, Nov. 111
 American Tobacco: Aug. 26
 Ampex: Aug. 25, 73
 Amsted Industries: July 87
 Anaconda Co.: Oct. 87
 Anchor Corp.: Aug. 55
 Anchor Project: Oct. 84
 Anglo-American Corp.: Sept. 84
 Appalachian Mountain Club: Aug. 54
 Archer-Daniels-Midland: July 58
 "Argus": Oct. 53
 Armco Steel: Aug. 41, Dec. 105, 165
 Armour & Co.: Aug. 76
 Armstrong Cork: Sept. 66
 Arnold & Porter: Nov. 90
 Ashland Oil: Aug. 20
 Atlantic Richfield: Dec. 43
 Automated Mask Inspection System: Nov. 132
 Avis: July 42
 A & W International: Dec. 117, 119
 Ayco Corp.: July 93, Oct. 115
 Ayer, N.W. & Son: Sept. 83

B

Babcock & Wilcox: July 6, Dec. 105, 165
 Badger Co.: Oct. 84
 Bailey, Deardourff & Bowen: Nov. 63
 Ballantine Books: Sept. 74
 Bamag Verfahrenstechnik: Oct. 86
 Bank Leumi Trust: Dec. 74
 Bank of America: Oct. 89, 90
 Bank of Tokyo: Dec. 74
 Bankers Trust: Dec. 100
 Banque Nationale de Paris: Dec. 74
 Barclay Bank: Dec. 74
 "Barron's": July 43
 Baskin-Robbins Corp.: Dec. 117, 118, 119
 Bausch & Lomb: Aug. 25, Nov. 130
 Baxter Laboratories: Nov. 63
 Bayer: Nov. 87
 BEA Associates: Aug. 55
 Beatrice Foods: Oct. 153, Nov. 57
 Belden Corp.: Nov. 143
 Bell & Howell: Sept. 53, Nov. 61, 63, 64
 Bell Laboratories: Nov. 132, 137
 Bendix Corp.: Nov. 130, 132, Dec. 28
 Bendix Pulmonary Function Analyzer: Nov. 137
 Benson & Hedges: Aug. 84
 Bethlehem Steel Corp.: Sept. 58, 66, 136, Nov. 55
 Beverly Hills Bancorp.: July 93
 BIC: Oct. 106
 Bicycle Institute of America: July 61
 Black & Decker Manufacturing Co.: Sept. 111
 Boeing: July 77, Nov. 85, 87

"Bond Letter": Oct. 53
 Borden Co.: July 41, Aug. 42, 47
 Bowen Supply: Sept. 73, 74
 Boyden Associates: Aug. 46
 Braniff International: Nov. 102
 British Aircraft Corp.: Nov. 87
 British Petroleum: Dec. 58
 Bucyrus-Erie: Dec. 131, 132
 Bunker Hill: Dec. 137
 Burger Chef: Sept. 51
 Burlington Industries: Aug. 47
 Burlington Northern Inc.: Sept. 123
 Burns, William J.: Sept. 70, 71
 Burroughs Corp.: Nov. 64
 Business Council: Sept. 136, Nov. 64
 Butler Manufacturing Co.: Aug. 42
 Byron Motion Pictures: Sept. 73

C

California Computer Products: Dec. 123
 California Standard: Dec. 58
 Campbell Soup Co.: July 39, Aug. 58, Dec. 106
 Capitol Records: Aug. 58
 Cargill: July 57, 58, 59
 Caribbean Atlantic Airlines: Nov. 100
 Carling Brewing Co.: Nov. 152
 Carlisle: Aug. 83
 Carnation: July 42
 Carpenter Technology Corp.: Dec. 165
 Carte Blanche: Sept. 36
 Case, J.I.: Oct. 75
 Casualty Actuarial Society: Nov. 111
 Caterpillar Tractor: Nov. 56, Dec. 132
 CATV: Aug. 31
 Celanese: Oct. 86
 Centaur Security Group: Sept. 70, 71
 Central Sales Organization: Sept. 82, 83, 85
 Central Soya: July 58
 Centura: Dec. 154A
 Certain-Teed: July 43
 Champion International: July 94
 Champion Spark Plug: Oct. 153
 Charter Industries: Sept. 73, 74
 Chase Manhattan Bank: Aug. 46, Sept. 53, Nov. 55, 57, 64, 99, Dec. 100
 "Chemical Age International": Oct. 84
 Chemical Bank: Dec. 100
 Chemical Express: Aug. 79, 80
 Chemico: Oct. 86
 Chemiebau Zieren KG: Oct. 86
 Chicago Board Options Exchange: Oct. 56X
 Chicago Cardinals, The: Oct. 64
 Chicago Pneumatic Tool Co.: July 87
 "Chicago Tribune": Oct. 53
 Chicago, University of: Nov. 64
 "China Letter": Oct. 53
 Chrysler Corp.: Aug. 41, Dec. 102
 Ciba Geigy: Nov. 87
 CIL: Nov. 85
 Citibank: July 41, Dec. 51, 52X
 Cities Service: Dec. 43
 City Investing: July 43
 Civil Aeronautics Board: Nov. 100, 102
 C & K Coal Co.: Dec. 137
 Clark Associates: Sept. 73
 Cleveland Twist Drill Co.: July 87
 CNA Financial Corp.: July 41, Nov. 57
 Coast Catamaran Corp.: Oct. 14x
 Coloney, Cannon, Main & Pursell: Aug. 17, Sept. 36
 Columbia Broadcasting System: July 53, Aug. 58
 Columbia Gas: Dec. 165
 Columbia Investments: Sept. 94
 Combustion Engineering: July 88
 Commonwealth United: Nov. 90
 Compagnie Francaise de Petroles: Nov. 87
 CompuJob: Dec. 28
 Computing & Software: Sept. 73
 Concorde: Nov. 87
 Connecticut Mutual Life Insurance Co.: Sept. 111
 Construction Industry Stabilization Committee: Aug. 40
 "Consumer Guide": July 62
 Consumers Power Co.: Dec. 105
 Continental Airlines: Nov. 132
 Continental Can Co.: Aug. 41, 42, Nov. 154
 Continental Illinois Corp.: July 93
 Continental Oil: Aug. 46
 Coopers Clinic: Aug. 65, 68

Coopers & Lybrand: July 93
 Cordura Corp.: Sept. 73
 Corelle: Dec. 154A
 Corning Glass Works: July 42, Nov. 57, Dec. 154A
 Corning Ware: Dec. 154A
 Corporate Property: Dec. 52
 Cost of Living Council: Aug. 38, 40, 76, Nov. 74
 Courtaulds Ltd.: July 58
 "Craig Claiborne Journal, The": Oct. 54
 Cricket: Oct. 105, 106
 Crown Aluminum Co.: Sept. 70
 Crown Cork & Seal: Aug. 84
 Cyro-Freeze: Nov. 89, 90, 151

D

Dart Industries: Dec. 102
 Data General Nova 800: Nov. 134
 Davy International Ltd.: Oct. 84
 Davy Power-Gas: Oct. 84X
 de Beers Consolidated Gold Mines Ltd.: Sept. 82, 83, 84, 85
 Decision/Inc.: Dec. 28
 Deere & Co.: Oct. 93, 97, Nov. 63
 Defiance Industries: Aug. 27
 Delmarva Power & Light: Dec. 165
 Department of Agriculture: Oct. 72, 75
 Department of Defense: Nov. 112
 Deutsch, Shea & Evans: Dec. 28
 Dietz Co., R.E.: July 77
 Digital Equipment Corp.: Nov. 129
 Digital Equipment LPS-11: Nov. 137
 Diners' Club: Sept. 36
 "Dines Letter, The": Oct. 53
 Disney, Walt Productions: Aug. 57
 Dojo Institute: Nov. 95
 Dolly Madison Industries: Aug. 26, 27, 73
 Donaldson, Lufkin & Jenrette: July 39, 93
 Doremus & Co.: July 42
 Douglas Aircraft: Aug. 73
 Dover Corp.: Nov. 143
 Dow Chemical Co.: Aug. 50, Dec. 105
 Doyle Dane Bernbach: July 34
 DPF: Oct. 89
 Dreyfus Leverage Fund: Aug. 73
 Duke Power Co.: July 88
 Dunhill: Oct. 105
 du Pont: Nov. 56
 Dupont, S.T.: Oct. 105
 du Pont Walston Inc.: Aug. 57

E

Eastern Air Lines: July 41, Nov. 99X
 Eastex: Aug. 29, 30
 Eastman Kodak: July 37, 42, Nov. 56, 60, 61
 Eaton Corp.: July 43
 Economic Stabilization Act: Nov. 64
 "EDP Industry Report": Oct. 89
 Engelhard Hanovia: Sept. 84
 Engelhard Minerals & Chemicals: Sept. 83, 84
 Environmental Protection Agency: Dec. 105, 106
 "Eros": Oct. 55
 Escondido Spa: Aug. 68
 "Estate Trust and Gift Taxes Interpreted": Oct. 55
 EQUATE: Nov. 134
 Equity Funding: July 42, Aug. 25, 26, 41, 42, 73, Sept. 69, 70, 71, Nov. 89
 European Economic Community: Nov. 85, 86, 87
 Executive Jet Aviation: Sept. 27, 36
 European Telecommunications Corp.: Nov. 85
 "Executive Voice": Aug. 31
 Exploratory Committee, The: Nov. 63
 Exxon Corp.: July 37, 42, Aug. 46, Oct. 119, Nov. 87, Dec. 43, 51
 Executive Woman, The: Oct. 53, Dec. 58X

F

"Fact": Oct. 55
 Fairchild Camera: Nov. 130
 Farberware: Sept. 143
 Farberwerke Hoechst: Aug. 50, 51
 F-B Truck Line: Aug. 79, 80
 Federal Deposit Insurance Corp.: Sept. 137
 Federal Trade Commission: Aug. 41, Nov. 77, 78
 Feudor: Oct. 105, 106
 Fiat: Aug. 46, Nov. 87
 Fiberglass Corp.: Sept. 73, 74
 Firestone Tire & Rubber Co.: Aug. 46, Nov. 56, 152, Dec. 100

First National City Bank: July 93, Aug. 26, Sept. 53, Oct. 54, Nov. 55, 57, Dec. 52, 74, 154A
 First National City Corp.: July 41, Dec. 154A
 Fitzwillton: Sept. 94
 Fluke, John: Nov. 130
 Fluor Corp.: Oct. 84
 Ford Motor Co.: July 33, Sept. 58, 60, 111
 "Fortune": Aug. 3, 74
 Foster Grant: Oct. 87
 Foster Wheeler: July 6, Oct. 86
 Four Season Nursing Centers: Aug. 26, 73
 Francana Oil & Gas: Sept. 126
 Fred Brownson: July 93
 Frontier Homes: Sept. 13
 Frozen Food Express: Aug. 79, 80

G

"Gallagher Report, The": Oct. 53
 Gamble Skogmo: Aug. 26
 Gamblers Anonymous: Dec. 115
 "Gamblers World": Dec. 112, 114
 Garrett Corp.: July 67, 69
 General Electric: July 37, 42, Aug. 41, 47, Sept. 53, 58, 60, Oct. 77, Nov. 85, 111, 130, 154, Dec. 100, 154B
 General Foods Inc.: Sept. 51, 94, Nov. 56
 General Leisure Inc.: July 34
 General Mills: July 37, 93, Sept. 53
 General Motors Corp.: July 33, Aug. 50, Sept. 58, 136, Nov. 56, 57, Dec. 58, 157
 General Radio: Nov. 130
 General Telephone & Electronics: July 42
 General Time & Electronics: Oct. 120
 Genesco: Oct. 112
 Georgia-Pacific Corp.: Sept. 58, Oct. 86, Nov. 77, 78
 Georgeson & Co.: July 34
 Gillette Co.: July 41, Oct. 105X, 115
 Glen Alden Corp.: Sept. 53
 Golden Door, The: Aug. 65
 Goodyear Tire & Rubber Co.: Aug. 76, Nov. 152
 Gouldings Co.: Sept. 94
 Government National Mortgage Association: Nov. 41
 Grace, W.R. Co.: Aug. 52
 Gramco International: Aug. 47
 Granite Equipment Leasing: Oct. 89
 Great Canadian Oil Sands: Dec. 43
 "Green's Commodity Market Comments": Oct. 51
 Green Giant Co.: Nov. 144
 Greenbrier, The: Aug. 65
 Grimm, W.T. & Co.: Sept. 74
 Groesbeck, A.J.: July 93
 Grumman Aerospace Corp.: July 77, Sept. 111
 Gulf Oil: Aug. 46, Sept. 52, 60, Nov. 57, 87, Dec. 43, 58
 Gulf Resources & Chemical Corp.: Dec. 132, 137
 Gulf & Western: Sept. 53, Oct. 77, Nov. 57

H

Hamilton Gregg II: July 93
 Handy Associates: July 77, Sept. 65, 73
 Hardwicke Companies: Aug. 65
 Harrington & Richardson: Sept. 73, 74
 Harris, Frederic R. & Partners: Oct. 87
 Harris Trust Co.: Nov. 64
 Hartford Fire Insurance Co.: Sept. 112
 Hawker Siddeley: Nov. 87
 Hay Associates: July 37, 93, Sept. 66
 HEW: Nov. 112
 Hearst Corporation: Aug. 29
 Heinz, H.J. Co.: Sept. 93, 94
 Hergenrath & Co.: Aug. 69
 Herman's World of Sporting Goods: Aug. 52
 Hershey Foods: July 42
 Hertz Corp.: Sept. 96
 Hesston Corp.: Oct. 93X
 Heublein: Oct. 153
 Hewitt Associates: Sept. 65, 66
 Hewlett-Packard Co.: Nov. 130, 137, Dec. 38
 Hill and Knowlton: July 94
 Hobie Cat: Oct. 23
 Hoechst: Nov. 87
 Hoffmann-La Roche: Nov. 87
 Honeywell: Aug. 20, 46, 47, Sept. 71, Oct. 77, 78, Nov. 85, 154, Dec. 123
 Hooker Chemical: Sept. 73, 74
 Hornblower & Weeks-Hemphill, Noyes: Aug. 58
 Hospital Corp. of America: July 34
 Houston Oilers: Oct. 60, 64
 Houston Sports Association: Oct. 64

Howard, Don Personnel: Nov. 112
 Hudson Bay Mining & Smelting Co.: Sept. 126

I

Indian Head: July 34, Nov. 64
 Ingersoll-Rand: July 88
 Instamatic: Nov. 61
 INSTEAD: Aug. 47
 Institute of Electrical and Electronics Engineer's Inc.: July 77
 "Institutional Investor Systems": Oct. 53
 Insurance Services Office: Nov. 111
 Interdata: Nov. 85, 154
 International Bank of Washington, D.C.: July 41
 International Business Machines: Aug. 47, Oct. 89, 90, 120, Nov. 56, 63, 85, 87, Nov. 143, 154, Dec. 123X
 International Business Machine World Trade: Aug. 47
 International Computers Ltd.: Dec. 124
 International Data Corp.: Oct. 89
 International Harvester: July 34, Oct. 93, Nov. 56
 International Investors Group: Aug. 47
 International Multifoods: Oct. 112
 International Nickel Co. of Canada: Sept. 126, 130
 International Seedcrusher's Association: July 57
 International Telephone and Telegraph: July 33, 37, 43, Aug. 20, Sept. 53, Nov. 57, 87, Dec. 102
 Interstate Commerce Commission: Aug. 79, 80
 Interrel: Sept. 69, 70
 Intext Inc.: Sept. 74
 Inverness Group: July 93
 Investment Tax Credit: Oct. 90
 Irish Independent Newspapers: Sept. 94
 Irish Milk Board: Sept. 93
 ITEK Corp.: Aug. 20, Nov. 130
 ITEL Corp.: Oct. 89, 90, Dec. 123
 IU International Corp.: Sept. 123
 Ivy Hill Lithograph: Sept. 73

J

"Janeway Letter": Oct. 53
 Jaspian, Norman Associates: Sept. 70
 Johnson & Higgins: Nov. 111
 Johnson & Johnson: July 33, 42, Nov. 64
 Jones, Day, Cockley & Reavis: Nov. 149
 Jones, Laughlin: July 14

K

Kaiser Industries: Oct. 115
 Kaiser Steel Corp.: Aug. 76, Nov. 64
 Kaplan, Livingston, Goodwin, Berkowitz & Selvin: Aug. 58
 Kellogg: Sept. 94
 Kellogg, M.W. & Co.: Oct. 84
 Kennecott Copper: July 14, Nov. 56
 Kenton Corp.: Sept. 73
 Kerr-McGee Corp.: Sept. 130
 Keystone Funds: Aug. 27
 Kidde, Walter & Co.: Sept. 73, 143
 Kidder Peabody & Co.: Dec. 102
 Kinsman Marine Transit Co.: July 53
 "Kiplinger Washington Letter": Oct. 51
 Korn/Ferry International: July 36, Sept. 69
 Krempel & Meade: Aug. 69

L

La Costa Hotel and Spa: Aug. 65
 Lanchart Industries: Sept. 73, 74
 Land, R.H. Co.: Sept. 74
 Lansil Ltd.: Dec. 60
 LCA Corp.: Sept. 73
 L-DOPA: Dec. 62
 Leasco: Nov. 149
 Lehman Brothers: Sept. 53, Dec. 99, 100
 Lenox Inc.: Nov. 144
 Lever Brothers: Oct. 119
 Levin Computer Corp.: Oct. 89
 Levin-Townsend Computers: Oct. 89
 Levitz Furniture: Nov. 143
 "Life": Aug. 30, 31, 74, Nov. 59
 Liggett & Myers Co.: Oct. 110, Nov. 152
 Lighting Corp. of America: Sept. 143
 Lilly, Eli: Nov. 87
 Liquid Transporters: Aug. 79
 Lithium Corp. of America: Dec. 137
 Little, Arthur D. & Co.: Aug. 20
 Litton Industries: July 43, Sept. 53
 Lockheed: Nov. 85, 99, 132
 Loeb, Rhoades, & Co.: Dec. 100, 102
 Lone Star Industries: Aug. 41, 42, 47
 L-1011: Nov. 99, 100, 102
 LOPAC: Dec. 62
 Lord, Bissell & Brook: Nov. 89, 90
 Lorillard, P.: Dec. 117
 Louisiana Land Co.: July 69

Louisiana-Pacific Corp.: Nov. 77X, Dec. 62
 LTV Corp.: July 14, 42
 Lummus: July 88
 Lurgi AG: Oct. 84, 87

M

Mack Trucks: July 67, 69
 Magnavox Co.: Aug. 42
 Marathon Oil Co.: July 69
 Marlboro: Aug. 84
 Massey-Ferguson: Oct. 93
 Mattel Inc.: Sept. 51
 Mead Corp.: Aug. 42
 Memorex Inc.: Aug. 25, 27, 73, Dec. 123
 Mercer Allied Corp.: Oct. 116
 Merck & Co.: Oct. 78, Nov. 87
 Messerschmidt-Bolkow-Blohm: Nov. 87
 Metro-Goldwyn-Mayer: Aug. 30, Sept. 52, 53
 "Mex Letter": Dec. 74
 Michigan Sugar Co.: Dec. 105
 Midwestern Distributors: Aug. 79, 80
 Midwestern Express: Aug. 79
 Milton Roy Co.: Nov. 144
 Minnesota Housing Finance Agency: Nov. 41
 Minnesota Mining & Manufacturing: July 37, Sept. 66
 Mitchum, Jones, & Templeton: Aug. 58
 Mobil Oil Corp.: Oct. 119, Nov. 87, Dec. 58
 Mohawk Data Services: Dec. 123
 Moller, A.P.: Aug. 47
 "Money": Aug. 74
 "Money Strategies": Oct. 55
 "Moneysworth": Oct. 55
 Mono Cat: Oct. 33
 Monogram Industries: July 42, Aug. 54
 Monsanto Co.: July 37, Nov. 57, Dec. 51, 60X, 105
 Montage Productions Inc.: Aug. 54
 "Monthly Economic Letter": Oct. 54
 Monville: Dec. 62
 Morgan Guarantee Trust Co.: Aug. 46
 Motorola: Nov. 63
 M&R Metals Refractory: Sept. 73
 "Multicast": Oct. 51
 Murrieta Hot Springs: Aug. 65
 "McCord Newsletter": Oct. 135
 McCormick & Co.: Sept. 111, 112
 McCulloch Oil Corp.: July 81
 McCutchen, Doyle, Brown & Enerson: Nov. 89
 McDonnell Douglas: Nov. 85
 McGraw-Hill: Oct. 53, Dec. 100
 McKee, Arthur G. & Co.: Oct. 84
 McKinsey & Co.: Sept. 65

N

National Acme: July 87
 National Airlines: Sept. 117
 National Association of Mutual Savings Banks, The: Sept. 138
 National Broadcasting Co.: Oct. 64
 National Cash Register: July 77
 National Distillers and Chemical Corp.: July 34
 National Gypsum: Oct. 77, 78
 National Highway Traffic Safety Administration: July 62
 National Phosphate Corp.: Sept. 73
 National Steel: Aug. 84, Sept. 58
 National Student Marketing Corp.: Nov. 89, 90
 New York Judo Association: Nov. 93
 New York Stock Exchange: Aug. 58, 61
 "New York Times, The": July 43
 New York Times Company, The: Aug. 29
 "Newark News": Aug. 30
 "Newsletter on Newsletters": Oct. 53
 "Newsweek": Aug. 30, 74
 Non-Linear Systems Inc.: Dec. 117, 119
 Northern Electric: Oct. 112
 Norton Simon: July 43, Sept. 53
 Nuveen, John & Co.: Sept. 27

O

Occidental Petroleum Corp.: July 34, Aug. 25, Sept. 73
 "O'Dwyer's, Jack Newsletter": Oct. 54
 Off-Track Betting Corp.: Dec. 112, 114
 Ogden Corp.: July 42
 Olsen Engineering: Oct. 86
 On-Flight Annual Reports: July 34
 Opel: Aug. 50, 51
 Outboard Marine Co.: Nov. 64
 Owens-Illinois: Nov. 48, Dec. 105, 106

P

Pacific Southwest Airlines: Sept. 94
 Paine, Webber, Jackson & Curtis: Nov. 41
 Pan American World Airways: Sept. 51, Nov. 57, 100, 102
 Parvin-Dohrmann: Aug. 73
 Peabody Coal Co.: July 14
 Pend Oreille Mines & Metals Co.: Dec. 137
 Penn Central: Aug. 25, 26, 41, 42, 73
 Penney, J.C. Co.: Dec. 51, 54X
 Pennzoil Co.: Sept. 130
 Perkin-Elmer Corp.: July 77, Nov. 130, 134

Pet Milk: July 13
 "Petroleum Intelligence Weekly": Oct. 53
 Pfizer Inc.: July 36, Nov. 56, 87, Dec. 154B
 Phelps Dodge Corp.: Sept. 130
 Philips Lamp: Nov. 85
 Philip Morris: Aug. 84
 Phillips Petroleum: Oct. 69, 119, Dec. 59
 Pillsbury: Sept. 94
 Pinehurst Corp.: Sept. 74
 Pinkerton's: Sept. 70, 71
 Pinto: Aug. 49
 Pittsburgh Coming: Aug. 46
 Polaroid Corp.: Aug. 54, Nov. 59X
 Polaroid 400 Series: Nov. 61
 Potlatch Forests: Sept. 53
 Potter Instruments: Dec. 123
 "Powell Monetary Analyst": Oct. 53
 PPG Industries Inc.: July 37, Nov. 56
 Pratt & Whitney: Nov. 85, 154
 "Pressure Gauge": Oct. 51
 Procter & Gamble: Sept. 58, 60, 136, Nov. 56, Dec. 60
 "Proposals for Tax Change": Sept. 36
 PSA: Sept. 94X
 PSA Broadcasting: Sept. 98
 PSA Hotels Inc.: Sept. 96
 Pullman: July 6
 Purolator: July 14
 Pyrex: Dec. 154A

R

RCA: July 34, Aug. 46, Sept. 53, Nov. 130, 134
 Ralston Purina: Oct. 75
 Raytheon: July 37
 Recreational Equipment Inc.: Aug. 52
 Refrigerated Transport: Aug. 79
 Reliance Insurance Co.: Nov. 90
 Republic National Bank: Dec. 100
 Revlon: Dec. 100
 Rheinstahl Steel: Aug. 51
 Richmond Corp.: July 43
 Ricker-Maxson: Aug. 73
 Robertson Distribution Systems: Aug. 79
 Rochester Telephone Co.: Oct. 112
 Rockport Redwood Co.: Nov. 77
 Rockwell International Corp.: July 77
 Rockwood Computer Corp.: Oct. 89
 Rohm & Haas: July 93
 Rolls Royce: Nov. 87
 Ronson: Oct. 105
 Royal Crown Cola: Nov. 152
 Royal Dutch/Shell: Aug. 46, Dec. 58

S

Safety Harbor Spa: Aug. 65, 68
 Sage Administrative Corp.: Dec. 117
 Samsonite: Nov. 57
 "Saturday Evening Post": Aug. 30
 Schenley Industries: Aug. 27
 Sears, Roebuck & Co.: Oct. 154, Dec. 54
 Secretariat: Sept. 45X
 Securities Exchange Commission: Nov. 89, 90, 149, 151
 "Securities Week": Oct. 53
 Shaklee Corp.: Sept. 98X
 Shamrock Oil & Gas: Oct. 63
 Shearson Hammill & Co.: Sept. 94
 Shell Oil: Sept. 136, Nov. 87
 Shelter Resources Corp.: Sept. 14
 Sherwin Williams: Nov. 134
 Sibson & Co.: Oct. 69
 Siemens AG: Aug. 51, Nov. 85, 154, Dec. 124
 Sierra Club: Aug. 54

Signal Cos.: July 67, 69
 Signal Oil & Gas: July 67X
 Simpson, Thacher & Bartlett: Nov. 151
 Singer Metrics: Nov. 130
 SMC Investment Corp.: Nov. 151
 Smith Barney & Co.: Dec. 102
 SNAM-Progetti: Oct. 87
 SNECMA: Nov. 87, 154
 Society of Actuaries: Nov. 111
 "Solar Climate Control Project": Aug. 20
 Sony VO-1600: Aug. 31
 Sotheby Parke Bernet: Nov. 152
 Spartus Clocks: Sept. 143
 "Sports Illustrated": Aug. 74
 Sprague Electric Co.: Oct. 112
 Spring Mills Inc.: Aug. 42
 StakFeeder: Oct. 97
 StakHand: Oct. 93, 97
 StakMover: Oct. 97
 Staley Manufacturing Co.: July 16
 Standard Brands: Dec. 154B
 "Standard Directory of Newsletters": Oct. 54
 Standard Oil of California: Nov. 87
 Stearns-Roger: July 6
 Steel City National Bank: Sept. 70
 Sterling Communications: Aug. 31
 Sterling Drug Inc.: Dec. 102
 Stodgy Pure Oil: Oct. 63
 Stokely-Van Camp: Oct. 75
 "Summit": Aug. 52
 Sun Oil Co.: Dec. 43
 Swinger: Nov. 61
 SX-70 Land Camera: Nov. 59, 60, 61
 Syncrude Canada Ltd.: Dec. 43
 System 370 IBM: Oct. 89
 System 360 IBM: Oct. 89
 Systems Development Corp.: Sept. 69
 Syston Donner: Nov. 130

T

"Taxes Interpreted": Oct. 55
 Technicolor: Sept. 53, 73
 Tektronix: Nov. 130
 Tele Prompter Corp.: Aug. 57, 58
 Telex Corp.: Nov. 143, Dec. 123, 124
 Temperware: Nov. 144
 Temple Industries: Aug. 29, 30
 Teradyne: Nov. 130
 Texaco: Sept. 52, Nov. 87, Dec. 58
 Texas Instruments: Aug. 42, Oct. 119
 "Texas Observer": Aug. 75
 Textstar Corp.: July 34
 Texttron: July 34
 Thacher & Bartlett: Nov. 149
 "The Blood-Horse": Sept. 47
 "The Mexican Investor": Dec. 74
 Thyssen Steel: Aug. 51
 Tidor Relocation Management Co.: Nov. 152
 Tidwell Industries: Sept. 13
 "Time": Aug. 30, 74, Nov. 59
 Time Inc.: Aug. 29X, Sept. 58, Nov. 56
 Times Mirror Company: Aug. 29
 T&M: Nov. 129X
 Towers, Perrin, Forster & Crosby: Sept. 51, 53, 11
 Trans World Airlines: Nov. 100, 102
 Travelers Insurance Co.: Oct. 77
 Treasury Department: Nov. 112
 Trend Exploration Limited: Sept. 126
 Triangle Pacific: July 94
 TriStar L-1011: Nov. 99
 Tri-State Motor Transit: Aug. 79

Twentieth-Century-Fox: Sept. 52

U

Unidata: Dec. 124
 Union Camp Corp.: Sept. 58, Oct. 119
 Union Carbide Corp.: Sept. 73, 74, Oct. 77, 78, 112, Dec. 117
 Union Dime Savings Bank: Sept. 69, 71
 Union Oil Co.: Oct. 63
 Union Pacific Co.: Oct. 110
 Uniroyal: July 37, Dec. 102
 United Airlines: July 41, 100
 United Auto Workers: Sept. 71
 United States Gypsum: July 42, 43
 United States Industries: Sept. 73, 74, Sept. 142
 United States Judo Federation: Nov. 93
 United States Time: Nov. 61
 United States Trust Co.: July 93
 Univac: Nov. 85, 154, Dec. 123
 Upjohn: Aug. 46

V

Valcar Corp.: Sept. 96, 98
 Vega: Aug. 49
 VFW-Fokker: Nov. 87
 Viceroy: Nov. 152
 Virginia Slims: Aug. 84
 Volkswagenwerke AG: Aug. 49, 51
 Vycor: Dec. 154A

W

Walker, Charles E. Associates: Sept. 58
 "Wall Street Journal. The": July 43, Oct. 53, 54
 "Wall Street Letter": Oct. 53
 Walter, Jim Corp.: July 34
 Warner Communications: Aug. 31
 Warner-Lambert: Nov. 48
 Wellman Lord Inc.: Oct. 86
 Wells Fargo: July 93
 Wells, Rich, Green: July 33
 Westinghouse Electric: Aug. 46, Sept. 69, Nov. 130
 Weyerhaeuser Co.: Sept. 58, 136, Nov. 77, 79, Dec. 51, 62X, 117, 119
 Wheelabrator-Frye: July 6
 Wheller, Foster Corp.: Oct. 84
 Whirlpool Corp.: Dec. 105, 106, 165
 White & Case: Nov. 89, 90, 149
 Whittaker Corp.: July 42, Sept. 70, 73, 74
 Wilkie, Farr & Gallagher: Nov. 89, 149
 Winnebago Industries: Nov. 143
 Winston: Nov. 152
 Winston, Harry: Sept. 83
 Winston Industries: Sept. 13, 14
 World Corporation Group: Dec. 52
 World Federation of Diamond Bourses: Sept. 85
 World Trade Corp.: Dec. 123
 Wrather Corp.: Aug. 57, 58
 Wyman, Bautzer, Rothman & Kuchel: Nov. 89
 Wytmar & Co.: Aug. 69

X

Xerox: July 37, Sept. 66, Oct. 135, Nov. 48, 134

Z

Zimmer AG: Oct. 86
 "Zinc Spotlight": Oct. 51
 Zippo: Oct. 105

Author Index

—A—

ACKLEY, GARDNER

The Economy (Monthly Column)		
And Now Phase Four	Aug.	11
The Great Withholding Goof	Oct.	13
The Limits on Production	Dec.	13

—B—

BOWEN, STEPHEN N.

The Executive Name Game	Sept.	117
-------------------------	-------	-----

BOWLER, WILLIAM

Are These Tomorrow's Market Leaders?	Aug.	79
A 'Sure' Profit in Discount Bonds?	Oct.	147

BROY, ANTHONY

The Revolution in T&M	Nov.	129
-----------------------	------	-----

—D—

DAVIS, KEITH

The Care and Cultivation of the Corporate Grapevine	July	44
---	------	----

DETMAN, ART

The Gamble at Signal Oil	July	67
Bud Adams—Houston's Maverick Oiler	Oct.	60
Harry Merlo Finds a Home	Nov.	76
Gene Berg's Pleasant Problem	Dec.	131
Allen's Answer	Dec.	132

—F—

FYFFE, DON

Fyffe's Axiom and the Why Hierarchy	Aug.	71
-------------------------------------	------	----

—G—

GORDON, ELLIOTT JR.

The Myths of Working in the Suburbs	Dec.	147
-------------------------------------	------	-----

—H—

HALL, GERALD

Business' Free-Wheeling Executives	July	60
Comeback of the Engineers	July	77
The Board Under Fire	Aug.	41
Business' High Climbers	Aug.	52
They're Sweetening the Pension Pot	Sept.	111
The Executive Perk That Never Dies	Dec.	99

HEALY, JOHN M.

The Hidden Executive Vice	Dec.	112
---------------------------	------	-----

HERSHMAN, ARLENE

Sue, Sue, Sue: The Angry Stockholders	Aug.	25
The Unhappy Entrepreneurs	Sept.	72
The New Tax Shelter in 370s	Oct.	88
Now They're Suing Lawyers	Nov.	88
Foreign Banks: The Sophisticated Way to Save	Dec.	72

HOLZMAN, ROBERT S.

Tax Traps Around the Home	Sept.	107
The Independent Executives	Nov.	105

—K—

KARP, RICHARD

The Clouded Picture at Polaroid	Nov.	58
Executives in an Energy Crisis	Dec.	104

KERR, JACK B.

The Kerr Report on Reports	Oct.	123
----------------------------	------	-----

—L—

LEVY, ROBERT

Health Farms: Rx for the Run-Down Executive	Aug.	65
The Body Builders of Business	Oct.	119
The Black Belts of Business	Nov.	92

—M—

MARTIN, NEIL A.

The Big Action in Options	Oct.	56
Another Tailspin at Eastern	Nov.	98

McHUGH, KEITH S.

An Executive Sportsman Philosophizes	Nov.	115
--------------------------------------	------	-----

MURRAY, THOMAS J.

The Revolt of the Middle Managers—Phase Two	Aug.	32
Management's Most Wanted Men	Aug.	69
Newest Corporate Phobia: Another Equity Funding	Sept.	68
Management's Regenerated Troubleshooters	Oct.	76
The Men in Management Accountability	Dec.	116

—O—

O'GLOVE, THORNTON

The Achilles' Heel of Electric Utilities	July	85
--	------	----

OLSTEIN, ROBERT

The Achilles' Heel of Electric Utilities	July	85
--	------	----

—P—

PERHAM, JOHN C.

Financial Counseling: Now It's the Top Perk	July	37
How to Make a Million—Quit!	Sept.	50
The Expanding World of Executive Perks	Sept.	64
Middle Managers in a Squeeze	Oct.	68
The Hottest Perk Trickles Down	Oct.	115
Coming: The Great Executive Exodus	Nov.	53

—R—

ROSCOW, JAMES P.

The Big Push for Productivity	Oct.	110
New Horizons for the Actuary	Nov.	111

ROSEN, GERALD R.

Washington Desk	Monthly Column	
The Man Behind Phase Four	Aug.	58
Business' Number One Lobbyist	Sept.	58
The High Price of Earl Butz	Oct.	72
A Businessman in the White House	Nov.	62
What's Ahead for the Multinationals in Europe?	Nov.	84
Watch Al Ulman!	Dec.	67
Taxes: The Crucial Thirty Days	Dec.	139

ROSS-SKINNER, JEAN

The Money in Soybeans	July	56
Diamonds: From Russia With Love	Sept.	82
The Unsettling Sun of Davy Power-Gas	Oct.	84
The 'Cricket' Chirps for Gillette	Oct.	105
IBM: Trouble Ahead in Europe?	Dec.	122
Scotch on the Rocks?	Dec.	125

—S—

SMITH, LEE

The Shipbuilder Who Owns the Yankees	July	52
The Timber Tycoon of Time, Inc.	Aug.	28
Investments: The 'Secretarial' Boom	Sept.	45
The Flourishing Business in Newsletters	Sept.	51

—W—

WEIDENBAUM, MURRAY

The Economy (Monthly Column)	July	11
What Will Revenue Sharing Accomplish?	Sept.	11
A Positive Response to Watergate	Nov.	11
The Price of Social Responsibility	Nov.	11

